



*Providing leadership, advocacy and resources that promote professional excellence and quality patient care in chiropractic*

## Dr. David Stender Files for Rehearing – Update on Subluxation as an ‘Endangered Species’

As reported last month, the Arizona Chiropractic Board has found veteran Tucson chiropractor Dr. David Stender guilty of unprofessional conduct for using “scare tactics.” The Board order states: “Respondent used deceptive and misleading information in his advertisement to frighten or intimidate prospective patients for marketing purposes.”

Dr. Stender has taken the first legal step to overturn this finding by filing for a rehearing with the Board. This filing is posted on the Chiropractic Board page of [www.AZChiropractors.org](http://www.AZChiropractors.org). It

### For an Editorial on Dr. Stender’s Case, See page 2

is expected that the Board will deny this request since the Board almost always denies such requests. It is required, however, to ask for a rehearing before you can file a lawsuit against the Board in Superior Court which is expected to be Dr. Stender’s next step.

This lawsuit with the Board will not focus on whether Dr. Stender’s statements about subluxation were true or false. The battle will focus over whether Dr. Stender believed his statements were true at the time he made them. The Board concluded that Dr. Stender did not believe his own statements about subluxation were true. Dr. Stender is going to ask the Court to rule that he simply believed what he was saying was true at the time he made the statements. ACS expects the Court to rule in his favor immediately. ■

## ACS Retains Top Insurance Lawyer to Sue ADOI

ACS has retained attorney Frederick C. Berry, Jr to sue ADOI to lower copays and deductibles in Arizona. He is a former ADOI Deputy Director and now a top Arizona insurance lawyer with 33 years experience. Ten years ago, he won in a landmark case against ADOI in the Arizona Supreme Court. Link to Mr. Berry’s comprehensive webpage and this key case via [www.AZChiropractors.org](http://www.AZChiropractors.org). Read an article by Mr. Berry in this month’s newsletter.

ACS has the funds on hand to cover Mr. Berry’s legal fees in full. A complaint has been filed with ADOI regarding a chiropractic visit where the copay and deductible were higher than for medical care. As soon as ADOI responds to this complaint, which is expected any day, the lawsuit against ADOI will be filed.

ACS President Dr. Immerman stated: “The gun is loaded, the hammer is cocked, and we are ready to pull the trigger at a moment’s notice. Our profession desperately needs the relief that ACS will bring with this lawsuit. Expect falling copays and deductibles once a judge intervenes and our insurance equality law is properly enforced.”

Arizona has the best insurance equality law in the nation. In 1989, ACS’ predecessor organization AzCA combined the laws from Wisconsin and Florida to create the Arizona statute. ACS has recently posted valuable materials online (*Readers can find links to each of these articles at [www.AZChiropractors.org](http://www.AZChiropractors.org)*) including:

**August 1990 AzCA News Special Collectors Edition Insurance Equality Law.** Read this seminal publication now to learn how the original law was enacted. Also, read many important letters from key state legislators who were involved.

“The Battle Against BCBS Rages

On,” CAA Insight, 1988, launched fight that resulted in passage of law

“Hearing planned for claims feud,” 1988 newspaper article about legal battle between chiropractors and BCBS

“Chiropractor sues BCBS over limit reimbursement,” 1988 newspaper article about lawsuit filed by Dr. Immerman against BCBS

“BCBS sues CAA so need contributions,” BCBS countersued the Arizona chiropractic association

The AAC has announced it will spend members’ dues dollars on a lawsuit against the State of Arizona to recover monies swept from the Arizona Chiropractic Board. The State took money from many boards to help balance the general budget this year. A few associations have joined in a lawsuit to try to recover some of these funds. The AAC thinks the Board may not be able to adequately regulate the profession without return of all money that was taken.

ACS believes the Board can protect the health, welfare and safety of the public with less money than it has had in the past simply by focusing less on minor violations that pose no threat to the public. Therefore, ACS will not be spending precious members’ dues dollars on litigation to restore funding to the Chiropractic Board. Members’ dollars will instead be spent to fund litigation to lower copays and deductibles and help chiropractors survive in practice. ACS represents the interests of the profession, not the Board.

*Final note: ACS announced in October that attorney Carol Cure would be representing ACS in the lawsuit against ADOI. Unfortunately, Carol had a family crisis and had to withdraw. We wish her the best and hope her crisis has a positive outcome. ■*

# An Editorial on Dr. Stender's Case

Alan M. Immerman, D.C., ACS President

Many of you have found it incredible that the Board would conclude Dr. Stender did not believe what he was saying was true when he made his statements. Some have asked how the Board could have come to such a conclusion. Dr. Stender's legal paperwork states the Board acted out of "passion or prejudice." This would explain the absence of any clear rational thought process. ACS predicts an independent judge will find the Board's conclusion baseless and throw it out quickly.

Some of you have expressed concern over a few of the advertising claims of Dr. Stender with which the Board found fault. It may have been appropriate to issue Dr. Stender a non-disciplinary Advisory Letter stating that he needed to change a few isolated statements. However, the penalty he was given, unprofessional conduct, was excessive. This penalty is reserved by other licensing boards for cases where there was actual patient harm or death, neither of which occurred in this case. This entire case was based on a complaint for failure to release records within the required time limit. A Board subpoena for all patient records inci-

dentally discovered the advertising statements.

The battle over what chiropractors can and cannot say about subluxations will be left for another day. Based on recent Board action, it is permissible to at least mention subluxation. The Board has opened a complaint against IME doctor Preston Long, D.C. for claiming in his IME reports that subluxation does not exist. Dr. Long regularly tells his insurance company attorney clients in reports that "subluxation is a myth that only exists in the minds of chiropractors." The Board is going to consider disciplinary action against Dr. Long on the basis that subluxation is a legal entity in Arizona and no DC can say it does not exist.

**But what are the consequences of subluxation?** Aches and pain, or overall health effects? What will the Arizona Chiropractic Board let you say in your advertisements before you are condemned and harshly disciplined for "scare tactics"? No one knows the answer to this question. At this time, ACS advises all doctors to be very cautious and only base claims on scientific literature that has been peer-reviewed and published in journals indexed in Medline and PubMed and accepted by the National Library of Medicine. For specific guidance, I invite members to contact me personally.

Subluxation is an endangered species in Arizona but it is not extinct. You can diagnose and treat subluxation in Arizona. But if you make

claims that subluxations affect health or any disease, you will be subjected to intense scrutiny and possibly harsh discipline by the Board.

**Ironically, at the same time, acupuncture is sweeping the medical community.** Broad claims of clinical efficacy are being made based on needling acupoints with no Western physiological basis, to restore the flow of chi energy which cannot be measured with Western science. This is somewhat analogous to subluxation theory, yet if chiropractors made the same claims which MDs commonly make today for acupuncture, chiropractors would be disciplined for making false and misleading statements.

Blaming health problems on interference in flow of chi is much safer today than blaming health problems on nerve interference caused by subluxation. Acupuncture is seen as a respectable system based on 5000 years of Chinese tradition. There is one main reason: money. Any MD can incorporate acupuncture into his practice with little or no training, but no MD can adjust spines without a nearly impossible amount of training in a difficult manual skill. MDs can control and profit from acupuncture but not adjustments. Therefore, the lack of proven scientific underpinning for acupuncture is no problem for most MDs. But, if chiropractors were to make the same claims as acupuncturists commonly do every day, DCs would surely be called overreaching quacks once again.

Even the ACA portrays acupuncture in a more favorable light than subluxation theory. Go to [www.AZChiropractors.org](http://www.AZChiropractors.org), Chiropractic Laws page, and read the 2008 PDF from the ACA on acupuncture. The ACA claims acupuncture works for asthma and fibromyalgia without references. The Arizona Board would probably harshly discipline your license for false and misleading advertisements if you claimed that adjusting subluxations would resolve these two conditions without references. But, with this PDF from the ACA, you can probably make these claims for acupuncture, even though there is no more science to back up acupuncture than there is for subluxation. Acupuncture is just more politically correct, mainly because it has been accepted by the medical profession. ■

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# The Third Branch of Government

by **Frederick C. Berry, Jr., J.D., CPCU, CLU**

Remember eighth grade civics? We were taught that there are three co-equal branches of government. First, the Legislative branch debates and adopts laws by consensus. Second, the Executive branch administers and enforces the laws. Finally, the Judicial interprets the laws and resolves disputes regarding how the laws should be enforced and administered.

As an insurance lawyer, I see the Arizona Legislature doing its work. The Legislature is a place to fairly discuss what the insurance law of Arizona should be. Those insurance laws are administered and enforced by the Arizona Department of Insurance. The Arizona Department of Insurance, of course, is primarily concerned with making sure that insurance companies are solvent but it has other obligations. It is charged with enforcing the insurance laws with the view toward its principle constituency, the insurance buying public of Arizona.

When an insurance law adopted by the Arizona Legislature is clear and unambiguous, there is no reason by the Arizona Director of Insurance should not enforce that law according to its terms. For example, the Unfair Claim Settlement Practices Act is a model law established by the National Association of Insurance Commissioners [NAIC]. Although a uniform state law, it has been adapted to reflect the needs of Arizona insurance consumers. For example, insurers are specifically prohibited from refusing to pay charges for reasonable and necessary services provided any medical, osteopathic or chiropractic physician. A.R.S. § 20-461(A)(17).

When the Arizona Department of Insurance adopts an internal practice of disregarding a Legislative mandate and allows insurers to unfairly discriminate against charges for covered treatment provided by a chiropractic physician to an insured from charges provided by another physician, the insurance consumer should seriously consider asking the third co-equal branch of government, the judiciary, to intervene.

I have had the honor of representing many insurance consumers over the years. By way of background, I earned my Bachelor of Science degree in Insurance (1969) and a Juris Doctor degree (1973) from Arizona State University. I served as the Deputy Director of Insurance of the State of Arizona from 1976 through 1978 and attained a professional insurance designation of Charter Property and Casualty Underwriter (CPCU) in 1981 and Chartered Life Underwriter

(CLU) in 1983. I was pleased to serve as a member of the State Bar Insurance Committee for many years and as Chairman of that Committee for a number of years.

Numerous insurance consumers over the years have asked me to represent them in litigation against insurance companies. Oftentimes, these lawsuits involve establishing an insurance company's obligation to pay benefits promised in the insurance contract. In some situations, I have represented parties in direct lawsuits against the Arizona Department of Insurance seeking judicial review of action taken by the Arizona Department of Insurance or seeking damages against the Arizona Department of Insurance because of its failure to enforce Arizona insurance statutes. Some of these cases have gone beyond the trial court and have resulted in published Appellate Court decisions.

Most notably, I represented an insurer in *Fidelity Security Life Insurance Company v. Department of Insurance*, 191 Ariz. 222, 954 P.2d 580 (1998). There the Arizona Supreme Court held that the State of Arizona as not entitled to absolute immunity for an administrative decision where the Arizona Department of Insurance failed to follow a provision in the Arizona Insurance Code mandating that the insurance director "revoke or suspend" an insurer's certificate of authority if that insurance company was insolvent. In that case, another insurance company was damaged when doing business with the insolvent insurance company in

question and the Arizona Supreme Court held that the damaged insurance company directly against the Arizona Department of Insurance to recover money damages caused by the Arizona Department of Insurance's errors and omissions.

In *Berenter v. Gallinger* [Director of Insurance] 173 Ariz. 75, 839 P.2d 1120 (App. 1992), the Arizona Court of Appeals held that an administrative hearing officer at the Arizona Department of Insurance has broad discretion in considering the admissibility of evidence in disciplinary proceedings against the licensee. In *Herstram* [Director of Insurance] v. *Deloitte & Touche, LLP*, 186 Ariz. 110, 119 P.2d 1381 (App. 1996), the Arizona Court of Appeals held that a settlement on behalf of directors of a life insurance com-

See **Government** on page 4

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## Government... from page 3

ppany in receivership should be affirmed because Arizona's joint and several liability statute conferred benefits on the insurance company receiver that could be waived. In *Great Southwest Fire Insurance Company v. Triple "I" Insurance Services*, 151 Ariz. 283, 727 P.2d 336 (1986), I represented an insurance producer before the Arizona Supreme Court. There the Arizona Supreme Court held that the final judgment entered in an insurance company's lawsuit against the producer was a violation of the automatic stay provision of the United States Bankruptcy Code and violated the supremacy clause of the United States Constitution. Links to these cases, other reported decisions and articles I have published can be reviewed on my webpage, [www.azinsurancelawyer.com](http://www.azinsurancelawyer.com). ■

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# 2006-2009 ACS Effort to Lower Copays and Deductibles — A Commentary by ACS President Dr. Alan Immerman

In November 2006, ACS received the following email which we published in the next month's newsletter: "I know that other prominent ACS members are with me on this one, I would make this (the copay/deductible crisis) the PRIMARY goal of the ACS this next entire year. We are happy about the Chiro Board but, WE WON'T NEED A BOARD IF WE ALLOW THE INSURANCE COMPANIES TO RUN US ALL OUT OF BUSINESS! This is the most important issue that Chiropractic has on its plate now; if this is let alone and it upheld by the Department of Insurance, we have completely lost the battle because in essence, we are being told that as long as insurance companies hide their treachery behind the guise of treating everyone equal it's okay even if it's not equal in reality." Name Withheld"

In 2007 and 2008, ACS introduced legislation to try to solve this problem and then learned that existing law simply needs to be enforced. Therefore, ACS has been working with a chiropractic patient who has filed a complaint with ADOI regarding discrimina-

tory copays and deductibles. This patient received care, submitted a claim and received an EOB. If, as expected, ADOI refuses to force the insurer to lower the copays and deductibles on this policy, ACS will move forward with legal action to force ADOI to adopt a new policy.

ACS talks the talk and walks the walk. When the copay/deductible crisis arose in 2006, we quickly acted with an aggressive legislative approach. As soon as we confirmed that existing law needs to be enforced to solve the problem, we have moved expeditiously in that direction. We intend to succeed in our quest of establishing true insurance equality in Arizona.

Our nearly 300 members receive regular emails with updates about strategy, attorneys, legal filings and much more. If you want to know all details and support this litigation which will breathe life into your insurance practice, join ACS. ACS is your action organization that actually makes change happen and is not satisfied with mere talking and endless meetings. We are going to solve this problem. ■

## AAC President-Elect Dr. Benner asks, "Is the AAC in Cahoots with the Chiropractic Board?"

In a remarkable one page email to the profession dated 10/30/08, AAC President-Elect Dr. Benner asked: "Is the AAC in cahoots with the Chiropractic Board?" He, of course, answered "no."

Consider the following. The budget for the

State of Arizona is in the red. Therefore, the State decided to take a small amount of money from each of the licensing boards to help balance the budget. Some of the professional associations have joined together in a lawsuit to recover this money for their respective licensing Boards so that they would be fully funded. The AAC has joined this group to recover all monies taken from the Chiropractic Board.

To clarify, the AAC is now spending members' dollars to serve as a collection agency for the Board, to recover money to help the Board meet its budget so that it can fully do its job, including the unnecessary prosecution of chiropractors for every single minor paperwork violation documented by ACS over the past few years. Does this mean that the AAC is in cahoots with the Chiropractic Board as asked by Dr. Benner? You decide. ACS has decided not to spend any money to help the Board recover these funds. ACS is in cahoots with the average chiropractor, not the Board. ■

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## Breaking News and Updates

from [www.azchiropractors.org](http://www.azchiropractors.org)

■ **OCTOBER 20, 2008:** ACS retains top Arizona lobbyist to represent profession at state legislature.

■ **OCTOBER 20, 2008:** All new Insurance Laws and Issues Page including links to past local newspaper and trade publication articles about Arizona chiropractic legislative efforts. Also posted are letters from key leading legislators. Read today!

■ **OCTOBER 20, 2008:** Best practices debate in chiropractic heats up as CCGPP and ICA compete. Read valuable information about both in a series of special articles linked to this page. Learn how CCGPP only supports 6-12 visits per condition. 30 state associations including ACS have rejected CCGPP while only 2, including AAC, have endorsed it.

■ **OCTOBER 20, 2008:** ACS endorses two Arizona 12 hour CE courses in November. 2nd Neuro-mechanical Symposium 11/8-11/9 features Drs. Chris Colloca, Deed Harrison and Michael Freeman. Got Documentation on 11/22-11/23 by Dr. Gregg Friedman is the yearly record keeping seminar you can't miss. Go to [www.GotDocumentation.com](http://www.GotDocumentation.com) to register.

■ **OCTOBER 1, 2008:** ACS posts July and August 2008 Arizona Chiropractic Board minutes at ACS comprehensive Board webpage <http://www.azchiropractors.org/arizona-board.html>. ■

## Group Health Insurance for Employees and Family Members, High Quality Arizona Insurer with PPO and HMO Options

It is by far the most popular member benefit offered by ACS since our formation in 1991. We waited a long time before recommending a health insurance product to members, 17 years in fact. Finally, after years of studying the market, ACS found a program well worth recommending to members.

The ACS health insurance plan covers all pre-existing conditions just like when you go

to work for a large company. There is a 90 day waiting period. In addition to regular ACS dues and health insurance premiums, the only additional cost to members is only \$100 per year. Members have complete information in their email inboxes. To get this insurance, you must join ACS. Go to [www.AZChiropractors.org](http://www.AZChiropractors.org) to find a membership application. ■

## ACS Retains Leading Arizona Lobbyist to Represent Profession at State Legislature

Now representing ACS at the Arizona Legislature is Edward J. Wren, a veteran of 25 years at the Capitol. His areas of expertise include health care, law enforcement and the hospitality industry. He also represents University Physicians, the faculty of the UA Medical School. Ed's bio is posted here.

Ed has special empathy for the mistreatment of patients by insurance companies

since he was once a prominent victim of HMO malpractice, written about in a local newspaper article with a full color photo. Ed is Government Relations Director for the Arizona Juvenile Diabetes Association and an Honorary Member of the Arizona Highway Patrol Association. He is widely respected at the Legislature and will do a fantastic job for the chiropractic profession. ■

## The Arizona Documentation Seminar You Can't Miss

Coming to Scottsdale, AZ on Nov. 22-23 is the once yearly Dr. Gregg Friedman "Got Documentation" 12 hour CE seminar, very highly recommended by ACS and Dr. Immerman. Don't miss this opportunity to finally, in just one weekend, learn everything

you need to know to document medical necessity and get paid, and to stay out of trouble with regulators. Dr. Gregg is fully endorsed by ACS and Dr. Immerman who will see you at the seminar. This is a very special opportunity – don't miss your chance to learn what you need without leaving the state.

**Date:** 11/22-23/2008 (Sat. 1 PM-7 PM, Sun. 8 AM-2 PM). **Location:** The W Hotel, 7373 E. Camelback Rd., Scottsdale, AZ. **Cost:** \$249/DC if paid by 11/07/08, \$299 if paid by 11/14/08, subtract \$25 if member of ACS. \$50/each staff attending with doctor. **Call 877-207-7917** toll-free to register. For more info, go to [www.GotDocumentation.com](http://www.GotDocumentation.com). ■

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# CCGPP and ICA Best Practices: Time for You to Choose

Are you purely a back, neck and headache pain doctor who sees patients 6-12 visits per episode? If so, then you will love CCGPP. If you don't fit in that tight box, the ICA Best Practices may be right for you. The time has come to decide.

The CCGPP Best Practices documents

have been published for a significant period of time and subject to significant commentary some of which are noted below. Recently, the ICA published its Best Practices. The time has come for you to choose so that Arizona can adopt Best Practices for the entire state. Read all of the articles at [www.AZChiropractors.org](http://www.AZChiropractors.org), decide whether CCGPP or ICA best represents your concept and practice of chiropractic, and submit your comments to ACS. Last month ACS publicly asked for responses to specific questions from CCGPP representatives including former AAC President Wayne Bennett, D.C. and former AAC 1st Vice President Arlan Fuhr, D.C., but no response was received.

One of the leading chiropractic researchers in the world, Dr. Chris Colloca, is an author of the ICA Best Practices. He practices in Phoenix and is a member of ACS. Elsewhere in this newsletter is notice of his exciting up-

coming Phoenix November 12 hour CE Neuro-mechanical Symposium endorsed by ACS. Another ICA author is Dr. Dan Murphy, widely accepted as the leading post-graduate instructor in the profession. The ICA and CCGPP documents differ greatly and will dictate your future. Read all of the following at [www.AZChiropractors.org](http://www.AZChiropractors.org) and get involved.

- Triano and CCGPP will give you six visits, Part I, American Journal of Clinical Chiropractic, July, 2006
- Triano and CCGPP will give you six visits, Part II, American Journal of Clinical Chiropractic, July, 2006. Reported survey of state associations on CCGPP. 30 associations including ACS demanded documented be withdrawn. 2 associations including AAC supported CCGPP. Arizona AAC and CCGPP members include Arlan Fuhr, DC, AAC Gold Member, Wayne Bennett, D.C., former AAC President, and DH Leavitt.
- Triano and CCGPP will give you six visits, Part III, American Journal of Clinical Chiropractic, July, 2006
- Association of NJ Chiropractors questions CCGPP, April, 2008
- ICA Position Paper on CCGPP, 2006
- CCGPP Homepage
- ICA Best Practices Homepage
- ICA Best Practices preface and author information detailed

At this time, the strong consensus of Arizona chiropractors is in favor of the ICA Best Practices. ■

## Medical Records Protocol: You Need It for Relicensure, ACS Has It

The Chiropractic Board requires that you have a Medical Records Protocol on file in your office. ACS has retained a health care attorney to write such a protocol. This document has been newly revised in 2008 due to changes in the rules pertaining to chiropractic.

ACS is the only organization that has retained an attorney who is a specialist in health care law to write a Medical Records Protocol.

To get a copy, simply look in your email inbox if you are a member. If you are not a member, join today and we will email you a copy. ■

### Dr. Brett Saks Tragically Passes Away in Bicycle Accident

Brett Steven Saks, D.C. passed away Saturday, October 4th near Coolidge, AZ due to injuries sustained while training for the QMDC charity bicycle ride to benefit the Challenged Athletes Foundation. He was born on August 17th, 1968 in Monticello, NY. He graduated from Florida State University and earned his D.C. from Life College of Chiropractic in Marietta, GA. Brett and his wife Kim made their home in Chandler, AZ, where Brett was a health and wellness coach. Donations on behalf of Dr. Saks may be made to Trees for Israel: <http://treestoisrael.org> or to Qualcomm Million Dollar Challenge for Challenged Athletes Foundation: <http://www.drSaks.com/qmdc/>. ■

### Don't Miss Important Breaking News!

Sign up for the FREE ACS e-newsletter at [www.AZChiropractors.org](http://www.AZChiropractors.org) and check the frequently updated website regularly. Go to the homepage at the upper left corner, enter your email address, and strike enter. Then you will be connected!

Also, ACS posts Arizona Chiropractic Board meeting minutes on the ACS Chiro Board webpage for all to see. Now you can finally learn what the Board is doing every month at its meetings. ACS wants the profession to see exactly how the Board is (mis)behaving. ■

### YOUR AD HERE

The ACS Newsletter is the only publication in Arizona sent to every one of the 2000 licensed chiropractors practicing in-state every month!

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by Terry R. Yochum, DC, DACBR: This new report will be provided, at no charge to you, for every patient you refer to SMIL for an MRI study. This is a compliment to SMIL's detailed radiology report. SMIL accepts assignment on PI cases and provides translators. Ten locations. For order forms, Call/email Shannon Barrow 480.425.4136 or [SBarrow@eSMIL.com](mailto:SBarrow@eSMIL.com).

### SUPPORTING THE CHIROPRACTIC COMMUNITY AND ITS PATIENTS SINCE 1993 BOARD CERTIFIED PAIN MANAGEMENT SPECIALIST

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# CLASSIFIED ADS

## PROFESSIONAL SERVICES & SUPPLIES

**FREE diagnostic code searching on [www.chirocode.com/AZCS](http://www.chirocode.com/AZCS)** Every current ICD-9-CM code is here with its short description. Also, your ChiroCode Bookstore has over 90 items to help you get paid. Shop today at [www.chirocode.com/bookstore](http://www.chirocode.com/bookstore) for 1500 claim forms and more.

## JOB OPPORTUNITIES

**INDEPENDENT CONTRACTOR** opportunity at high volume well established Gilbert practice. Full or part time hours. Practice and personal growth coaching available! Call 480-497-2642.

**ASSOCIATES NEEDED FOR AZ, TX, & MO:** Chiropractors needed for Yuma, AZ; Beaumont, TX; & Blue Springs, MO! Great Salary & Bonuses! Learn While You Earn! We Have Too Many New Pts.-We Need Your Help!! All 3 Clean, Low-Crime, Small Town Atmospheres w/Big City Amenities! Send resume to [sop12345@aol.com](mailto:sop12345@aol.com) to [sop12345@aol.com](mailto:sop12345@aol.com) or fax to (719) 574-7285.

**INDEPENDENT CONTRACTOR** position available in beautiful Gilbert office. Excellent opportunity for a new or established doctor in a great setting. Call 480-926-7100 for details. BR

**WELLNESS CENTER WANTS MOTIVATED CHIRO.** - Energy work, nutrition & exercise knowledge a plus. Huge growth potential. Call 480-598-6367. KS

**ASSOCIATE NEEDED IN GILBERT:** Associate DC needed immediately in successful, busy and well-established Gilbert chiropractic office. Call Dr. Wall at 480-510-7036.

**SPINAL SCREENING OPPORTUNITY:** We need 3 more doctors to join our group for various marketing events, home shows, kids' expos, bridal shops, etc. Need SW Valley, N. PHX and Scottsdale. Contact Dr. Reed 480-201-7929.

## PRACTICES FOR SALE

**PRACTICE FOR SALE,** low overhead, x-ray, 1K sq/ft, old patient files, equipment, DRX9000, 4 traction units, 2 IST tables, all starting @\$1 check EBay. (520)449-3523 Dr. Watson, moving to new office.

**PRACTICE FOR SALE:** Well-established practice for sale in beautiful Flagstaff, Arizona. Reasonable rate. Doctor retiring and moving out of the country. Call Dr. David or Pamela Hopkins @ 928-774-2253.

**ARIZONA PRACTICE FOR SALE:** \$280k potential take-home first year, Well established practice for immediate sale just west of Phoenix, strong patient base, financially stable, beautiful clinic in fast growing community, priced below market value, information contact Dr. Brian 623-693-6468.

**PRACTICE FOR SALE:** Well established diversified practice. 1000 sq. ft. office, 3 adj. rooms. Doctor retiring after 31 years. Youngtown/Sun City

area. Priced to sell at \$50K! Call Dr. L.W. Danser, Tue-Thurs, at 623-972-6575.

**CLINIC FOR SALE:** N. Scottsdale, 3 yrs. old. Turn-key beautiful office, fully equipped with x-ray, tables, rehab equipment. Files go with office. Assume lease with less than 2 yrs. on it. Collected around 170K per year, seeing 75-100 PV per week for last 2 yrs. Doctor needs to move and relocate. Quick sell at 60K. Call Dr. Wall at 480-510-7036.

**TEMPE PRACTICE FOR SALE:** Long and well established, 30 years same location near ASU, 1750 sq. ft. hundreds of patient files, x-ray and physiotherapy equipment, adjusting tables 4 years new. Call Lynda 480-967-4088 or Diana 480-759-7288.

**CLINIC SPACE FOR SALE:** Chandler Doctor is moving out of state and needs a DC to purchase office space. Space already has 2 other renters (brings in combined rental income of over \$1600 per month). Doctor is giving away 9 year cash practice patient list with purchase. Call Michelle for details: 480-628-6754.

## OFFICE SPACE AVAILABLE

**"YOU—OWN A PROFITABLE CHIROPRACTIC OFFICE"** Two positive cash flow offices avail. Right Now. Highly motivated sellers! Call Ron Marek 480-456-4700 Sunbelt Bus. Brokers. Web: <http://buyphoenixbusiness.com>. Email: [info@buyphoenixbusiness.com](mailto:info@buyphoenixbusiness.com)

**OFFICE SPACE TO RENT:** Established 20 year practice on the Scottsdale/Phoenix border looking for a motivated chiropractor to rent space in the well established office starting after December 1st. Full or part time available. Please call Dr. Steve at 602-695-8857. SB

**TUCSON – OFFICE SPACE TO SHARE:** Fully equipped and staffed office. Current DC offering opportunity to DC to move existing or start a new practice with very low overhead! Contact David Nathan, D.C. 520-408-2225.

**BUILD YOUR PRACTICE** in our beautiful two-doctor, southwestern office. Fully equipped, great visibility, plentiful walk-in traffic. Central Tucson location. Email inquiries to [drshaw@noelshawdc.com](mailto:drshaw@noelshawdc.com)

**SHARE SPACE IN NATUROPATHIC CLINIC** in Scottsdale, 2400 square feet with an in house natural pharmacy. Can take a wing of the clinic and receive cross referrals. Start or bring your practice to Scottsdale at Thunderbird. Call Dr. Tallman at 480-219-2624.

**LITCHFIELD PARK AND VERRADO - CLASS A CENTER:** Fantastic opportunity to design and own your new office in either or both Litchfield Park or Verrado. Prime locations in the west valley. For more information call Dick, Jim, or George at 623-877-8777.

**OFFICE TO SHARE:** McCormick ranch office with open adjusting, CBP equipment, x-ray and private room. (480)-951-4464 Jeff Knutsen, D.C.

**NEW Medical Office Suites For Lease In NE MESA:** Ready to Move in. Off of 202 exit at SWC

Power/Thomas. Includes reception, kitchen, common area. Road Signage available. \$795.00/month including utilities, internet, janitor. Peter 480-734-7901.

**OFFICE SPACE TO RENT:** Established 20 year practice on the Scottsdale/Phoenix border looking for a motivated chiropractor to rent space in the well established office starting after December 1st. Full or part time available. Please call Dr. Steve at 602-695-8857. SB

**SHARE TEMPE OFFICE:** Near the Hwy 60. Be your own boss and x-ray equipment use is included. You can use the office even when the other doctor is off. Call 480.215.8507. WKall Dr. Steve at 602-695-8857. SB

**OFFICE SPACE AVAILABLE:** Tues-Thurs-Sat, Greenway / 35th Ave. location in Phoenix. Fully equipped, 3 treatment rooms, x-ray and 2 massage rooms. Option to rent or pay percentage. Contact Dr. James Schaefer, DC at 480-577-0411.

## EQUIPMENT FOR SALE

**J-TECH** for ROM and Muscle Testing for sale. Virtually brand new. Hardly used. Comes with all software, manuals, and booklets. \$3500.00 Please call 480-998-7501.

**FOR SALE:** Universal 325 x-ray machine. AFP Mini-Med 90 Processor. Great condition. 7 years old, cost \$20,000 new. \$9,500 or best offer. Call Dr. Brown, DC at 480-377-1226.

**NOVA SUMMIT XRAY MACHINE:** Model #B360, made in 1996. Also: Konica Processor SRX 101, cassettes and film. Asking \$6000 for all. May purchase individually. Call Dr. Cradic in Yuma at 928-344-2460.

**FOR SALE:** Outdoor six foot electric sign box. Hydrocollator like new. Spinalator traction table. Portable TENS/micro current. Williams Activator elevation table. Cervical traction unit. Misc collection educational tapes, books, etc. Call Dr. Danser at 623-972-6575.

**JTech wired ROM and Muscle Testing for sale.** In perfect condition. Includes dual inclinometry, range of motion, dynamometer muscle testing, Tracker interface box, carry case, accessories, manuals and software. Package originally purchased for \$5945. Asking \$2900. (480) 610-5433 KS

**Chiropractic Equipment for Sale:** Oak X-ray View Box, \$350. Constant Glide-Connects NCM or Thermo scribe, \$150. B.J. Palmer Stereoscopic Viewer, \$500. Whale vertebra, \$125. 14 x 36 Universal moving Bucky for full spine x-rays, \$250. Call Dr. Pancheshin, D.C. 520-294-0400.

**YOUR AD HERE:** 35 words maximum, \$25 per month for members, \$50 per month for non-members. Monthly newsletter mailed to average circulation of 2000 licensed DCs in Arizona, emailed to 1000, permanently posted online, all classified ads also posted online at [www.AZChiropractors.org](http://www.AZChiropractors.org). This is the publication that gets results. Call 602-368-9496 to place your ad today.

# Application for Membership • Arizona Chiropractic Society

LAST NAME		MIDDLE INITIAL	FIRST NAME	
OFFICE MAILING ADDRESS		CITY	STATE	ZIP
PHONE NUMBER	FAX NUMBER	EMAIL ADDRESS		
CHIROPRACTIC COLLEGE			DATE OF GRADUATION	
TOTAL YEARS IN PRACTICE	TOTAL YEARS PRACTICE IN ARIZONA	AZ LICENSE NUMBER		

I hereby apply for membership in Arizona Chiropractic Society for the purpose of serving the Chiropractic profession and for the benefits I will receive from such membership.

I understand that my credit card will be billed each month, or  I may elect to receive monthly bills by fax or mail.

1st Year Out of Chiropractic College, \$25 per mo.  2nd Year Out of Chiropractic College, \$50 per mo.

3rd Year Out of Chiropractic College, \$75 per mo.  4th Year Out, and thereafter, \$100 per mo.  Part-Time Doctors, \$50 per mo.

SIGNATURE	DATE
CREDIT CARD NUMBER	EXPIRATION DATE

**Fax Completed Application to: 602.368.8954 or Mail to: ACS, 3515 E. Carol Ave., Phoenix, AZ 85028**  
 Voice Phone: 602.368.9496 • Email: ACS@AZChiropractors.org • www.AZChiropractors.org

**INSIDE your November Newsletter...**

- ▶ ACS Retains Top Insurance Lawyer to Sue ADOL
- ▶ The Third Branch of Government
- ▶ Dr. David Stender Files for Rehearing
- ▶ AAC President-Elect Dr. Benner Asks "Is the AAC in Cahoots With the Chiropractic Board?"
- ▶ ACS Retains Leading Arizona Lobbyist to Represent Profession at State Legislature
- .... And Much More!

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